

Message Text

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14

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PM-04 DODE-00 CIAE-00

INR-07 NSAE-00 MC-02 ACDA-07 TRSE-00 /040 W

----- 126138

R 131701Z JUL 76

FM AMEMBASSY BONN

TO SECSTATE WASHDC 0384

INFO AMCONSUL MUNICH

AMCONSUL HAMBURG

AMCONSUL STUTTGART

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E.O. 11652: N/A

TAGS: BEXP, GW

SUBJ: PRODUCT OPPORTUNITY - ENGINES FOR GERMAN FRIGATES

REF: BONN 11658 (NOTAL)

1. IN LAST TWO DAYS EMBOFF HAS SPOKEN WITH LOCAL REPRESENTATIVES OF LAND BAVARIA AND LAND BADEN-WUERTTEMBERG ABOUT GE-MTU PROPOSAL TO SUPPLY ENGINES FOR BUNDESMARINE F-122 CLASS FRIGATES. BOTH REPRESENTATIVES ACUTELY INTERESTED IN PROPOSAL, ALTHOUGH NEITHER HAD BEEN PREVIOUSLY AWARE OF COMPETITION. BOTH BAVARIA AND BADEH-WUERTTEMBERG STAND TO BENEFIT FROM SUCCESSFUL GE-MTU BID IN THAT

ALTHOUGH MTU HEADQUARTERS AND MAIN MANUFACTURING FACILITY IS IN BAVARIA, BRANCH OF FIRM LOCATED IN FRIEDRICHSHAFEN IN BADEN-WUERTTEMBERG, AND THIS BRANCH WILL, ACCORDING TO MTU, SHARE EQUALLY MTU PORTION OF TOTAL CONTRACT.

2. LAND REPRESENTATIVES ASSURED EMBOFF THAT THEY WILL IMMEDIATELY PURSUE MATTER WITH THEIR OWN CONTACTS IN BOTH DEFENSE AND ECONOMICS MINISTRIES,
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AND EXPRESSED GRATITUDE THAT WE HAD BROUGHT THEM INTO

PICTURE. BOTH PROMISED TO KEEP EMBASSY ADVISED OF
THEIR PROGRESS IN THE MATTER.
CASH

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Message Attributes

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Disposition Authority: ullricre
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